



## **Landscape Designer & Install/hardscape Salesmen**

Summary: Design and sales of hardscaping, landscaping, and lighting project. Work directly with the foreman of the crews to ensure all projects are installed as designed and as discussed with customer.

### **Job Duties:**

- Taking appointments for landscape, hardscape and lighting projects
- Selling landscape designs to customers when necessary for the project or when requested by customer
- Designing projects taking a heavy account into what the customer has requested while trying to maintain a realistic project that is within each individual customers budget
- Creation and presentation 2D and 3D drawings to be presented to customers
- Full estimating of all projects with final approval from lead designer/salesmen
- Work directly with sub-contractors to get estimates and have work completed for FLI by providing accurate designs and details and making sure all digs called in a timely manner so that the utilities have been located prior to work being started.
- Ensure high customer satisfaction rates and solicit customer feed back
- Attend company manager meetings and report on upcoming events
- Participate in seminars and conferences
- Designing and installing of the Home Show and Flower and Patio Show
- In charge of ordering/receiving all plant material for the install division
- Ensure all work orders and project plans are to foreman 1 week before job starts for proper material ordering
- Promote the companies mission statement and values on a daily basis